

Sailors for the Sea Development Director Position Description

Sailors for the Sea is the world's only ocean conservation organization that engages, educates, inspires and activates the sailing and boating community toward healing the ocean. Founded in 2004, Sailors for the Sea is building a community of ocean stewards through our programs which offer tools, education and inspiration to take action for their local waterways. [Sailors for the Sea](#) is headquartered in Newport, RI and has affiliates in [Japan](#), [Portugal](#) and [Chile](#).

Reporting to the President, the Development Director serves as a key team member and an active participant in making strategic decisions affecting the organization. In partnership with the President, this position is responsible for all fundraising, development activities and strategic partnerships. It is expected that the amount raised by the organization will increase in future years as the Development Director systematically and effectively strengthens the organization's overall fundraising capacity.

Responsibilities

- Support and partner with the President and board members on all major fundraising initiatives
- Collaborate with the President and Finance Director to develop and implement the organization's financial strategy by developing key external alliances and cultivating individual and foundation support
- Primary responsibility for establishing and implementing the infrastructure needed to grow the budget through the solicitation of major individual gifts, special events, and corporate and foundation support
- Expand and diversify the organization's donor base to increase visibility, impact and financial resources; monitor all donor information
- Research funding sources and trends to help position the organization ahead of major funding changes
- Write and execute grant proposals with an emphasis on building and maintaining a long-term relationship with the funder
- Provide and present statistical analysis of all fundraising initiatives to the staff and board
- Work closely with the President and board members to support their fundraising efforts
- Monitor and report regularly on the progress of the Development program

Qualifications

- Five or more years of professional experience at a nonprofit organization, demonstrating success in a development role (managing and forging relationships with multiple donor sources)
- Experience with cultivating and expanding existing high net worth donor relationships over time
- Excellent communication skills, both written and oral; ability to influence and engage a wide range of donors and build long-term relationships
- Have a professional, resourceful and flexible style; a leader who can positively impact both strategic and fundraising initiatives
- Ability to work independently and as a team player, to take initiative, and to manage multiple tasks and projects simultaneously
- Ability to construct, articulate and implement annual strategic development plan
- Strong organizational and time management skills with exceptional attention to detail
- High energy and passion for the organization's mission
- Knowledge of and contacts in the sailing and powerboating sectors is helpful
- Bachelor's degree required

Deadline to apply: Friday, August 11, 2017

To apply please send cover letter and resume as a combined document in PDF format to resumes@sailorsforthesea.org. Sailors for the Sea is an equal opportunity employer.